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- GRAY SCALE DOCUMENTS

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FIG. 1

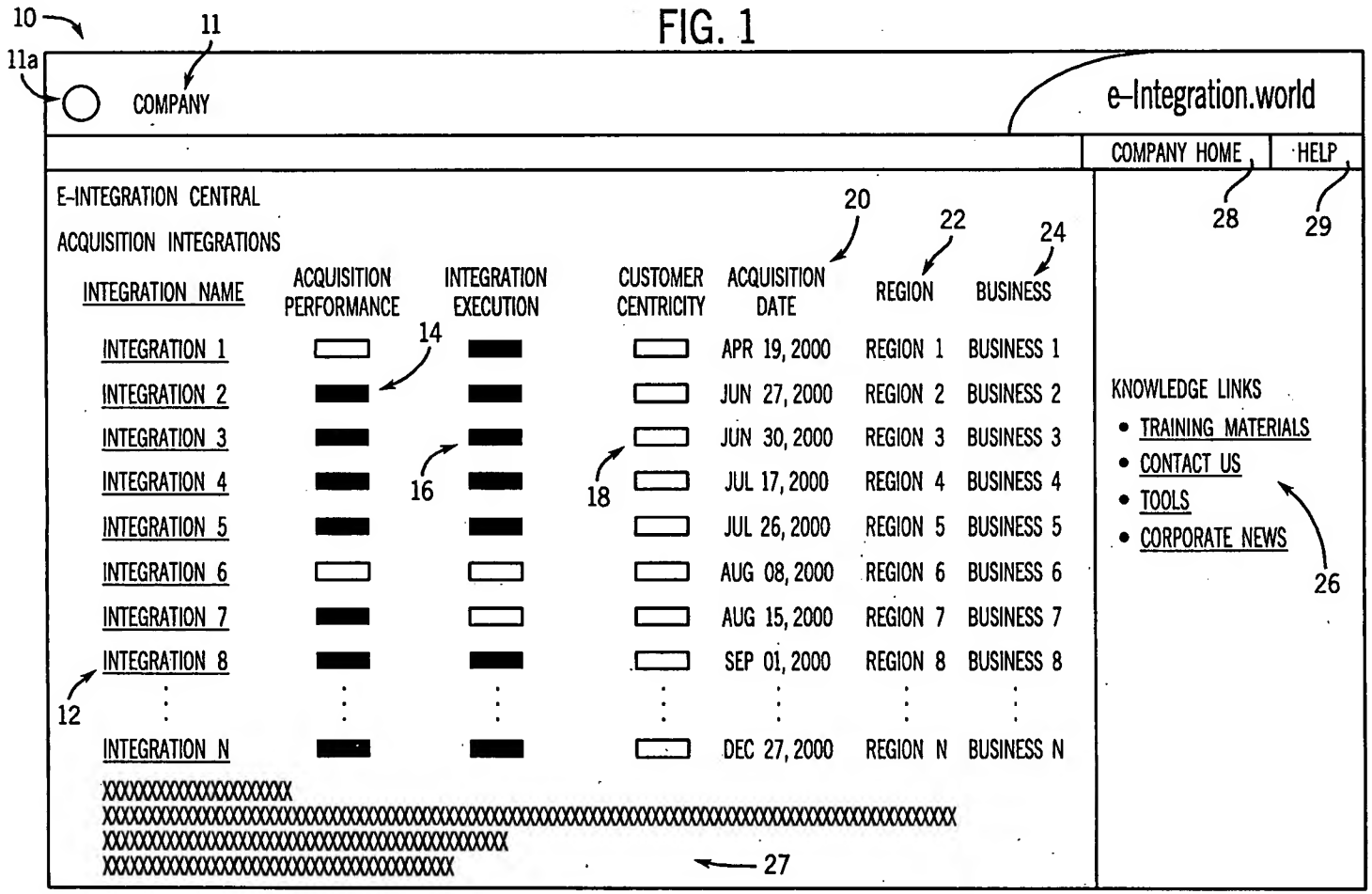
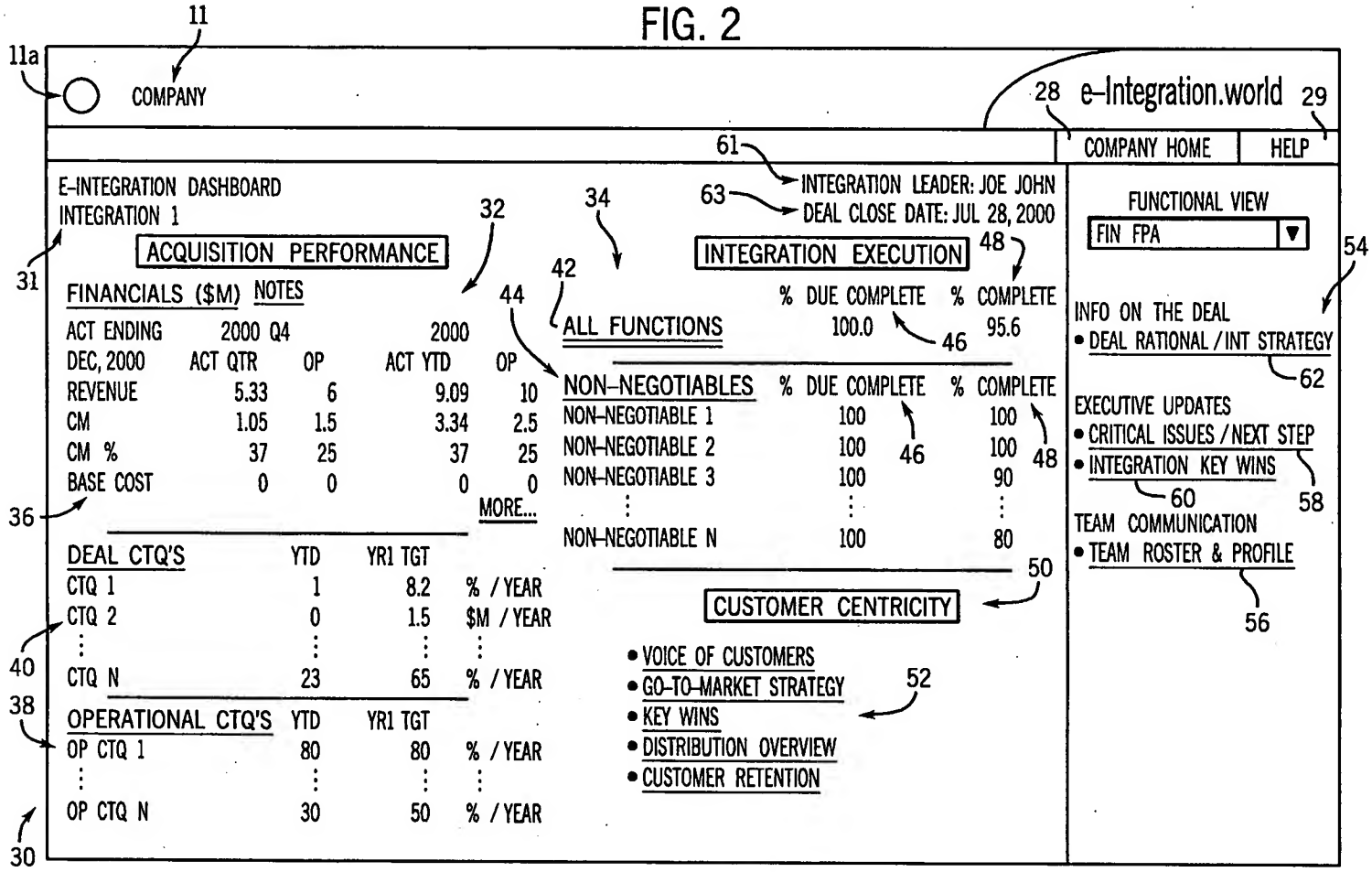

10
11
11a
COMPANY
e-Integration.world
COMPANY HOME
HELP
28
29
E-INTEGRATION CENTRAL
ACQUISITION INTEGRATIONS
20
22
24
INTEGRATION NAME
ACQUISITION PERFORMANCE
INTEGRATION EXECUTION
CUSTOMER CENTRICITY
ACQUISITION DATE
REGION
BUSINESS
14
INTEGRATION 1
APR 19, 2000
REGION 1
BUSINESS 1
INTEGRATION 2
JUN 27, 2000
REGION 2
BUSINESS 2
INTEGRATION 3
JUN 30, 2000
REGION 3
BUSINESS 3
16
18
INTEGRATION 4
JUL 17, 2000
REGION 4
BUSINESS 4
INTEGRATION 5
JUL 26, 2000
REGION 5
BUSINESS 5
INTEGRATION 6
AUG 08, 2000
REGION 6
BUSINESS 6
INTEGRATION 7
AUG 15, 2000
REGION 7
BUSINESS 7
INTEGRATION 8
SEP 01, 2000
REGION 8
BUSINESS 8
12
INTEGRATION N
DEC 27, 2000
REGION N
BUSINESS N
XXXXXXXXXXXXXXXXXX
XXXXXXXXXXXXXXXXX

FIG. 2


11
11a
COMPANY
28
e-Integration.world
29
COMPANY HOME
HELP
61
INTEGRATION LEADER: JOE JOHN
63
DEAL CLOSE DATE: JUL 28, 2000
E-INTEGRATION DASHBOARD
INTEGRATION 1
31
32
34
ACQUISITION PERFORMANCE
INTEGRATION EXECUTION
48
42
FINANCIALS ($M) NOTES
44
% DUE COMPLETE
% COMPLETE
ALL FUNCTIONS
100.0
46
95.6
ACT ENDING DEC, 2000
2000 Q4 ACT QTR
OP
2000 ACT YTD
OP
REVENUE 5.33 6 9.09 10
CM 1.05 1.5 3.34 2.5
CM % 37 25 37 25
BASE COST 0 0 0 0
MORE...
NON-NEGOTIABLES
% DUE COMPLETE
% COMPLETE
NON-NEGOTIABLE 1 100 100
NON-NEGOTIABLE 2 100 100
NON-NEGOTIABLE 3 100 90
NON-NEGOTIABLE N 100 80
46
48
36
DEAL CTQ'S
YTD
YR1 TGT
CTQ 1 1 8.2 % / YEAR
CTQ 2 0 1.5 $M / YEAR
CTQ N 23 65 % / YEAR
40
38
OPERATIONAL CTQ'S
YTD
YR1 TGT
OP CTQ 1 80 80 % / YEAR
OP CTQ N 30 50 % / YEAR
30
50
CUSTOMER CENTRICITY
VOICE OF CUSTOMERS
GO-TO-MARKET STRATEGY
KEY WINS
DISTRIBUTION OVERVIEW
CUSTOMER RETENTION
52
FUNCTIONAL VIEW
FIN FPA
54
INFO ON THE DEAL
DEAL RATIONAL / INT STRATEGY
62
EXECUTIVE UPDATES
CRITICAL ISSUES / NEXT STEP
INTEGRATION KEY WINS
60
58
TEAM COMMUNICATION
TEAM ROSTER & PROFILE
56

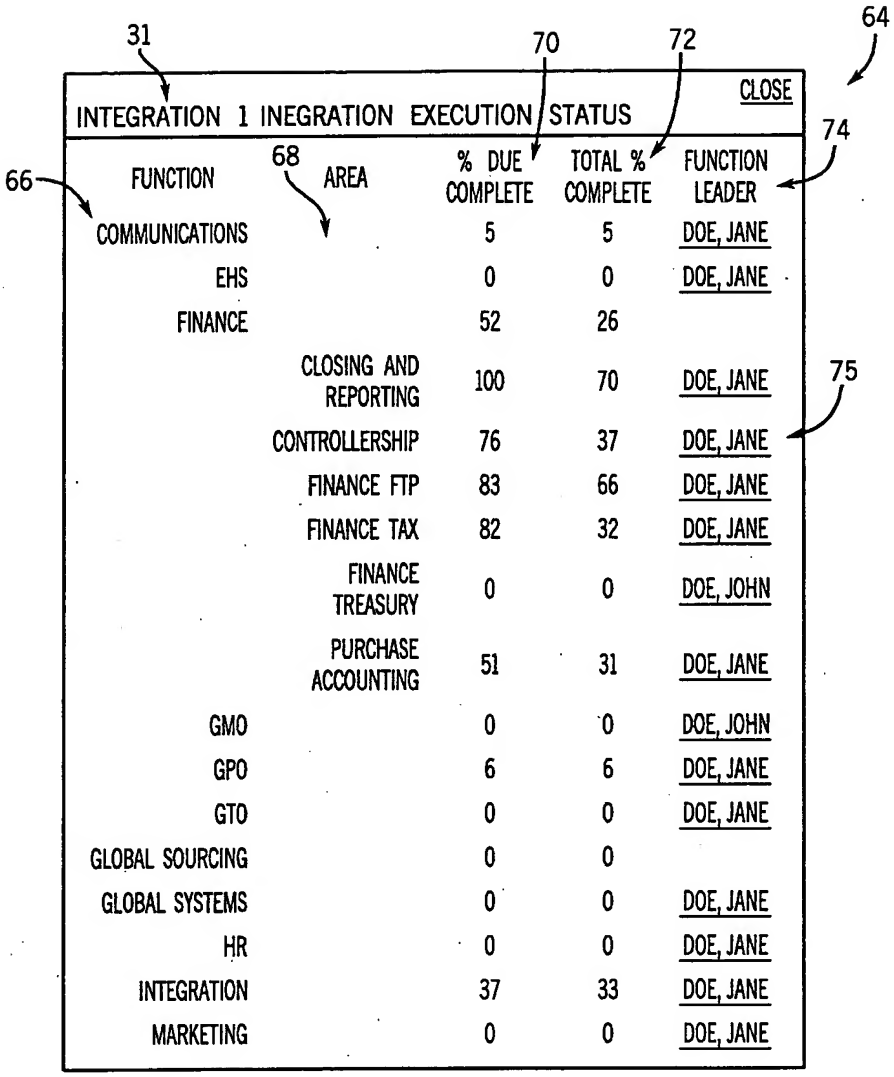

31
70
72
64
INTEGRATION 1 INEGRATION EXECUTION STATUS
CLOSE
74
66
68
FUNCTION
AREA
% DUE COMPLETE
TOTAL % COMPLETE
FUNCTION LEADER
COMMUNICATIONS 5 5 DOE, JANE
EHS 0 0 DOE, JANE
FINANCE 52 26
CLOSING AND REPORTING 100 70 DOE, JANE
75
CONTROLLERSHIP 76 37 DOE, JANE
FINANCE FTP 83 66 DOE, JANE
FINANCE TAX 82 32 DOE, JANE
FINANCE TREASURY 0 0 DOE, JOHN
PURCHASE ACCOUNTING 51 31 DOE, JANE
GMO 0 0 DOE, JOHN
GPO 6 6 DOE, JANE
GTO 0 0 DOE, JANE
GLOBAL SOURCING 0 0
GLOBAL SYSTEMS 0 0 DOE, JANE
HR 0 0 DOE, JANE
INTEGRATION 37 33 DOE, JANE
MARKETING 0 0 DOE, JANE

FIG. 3

FIG. 4

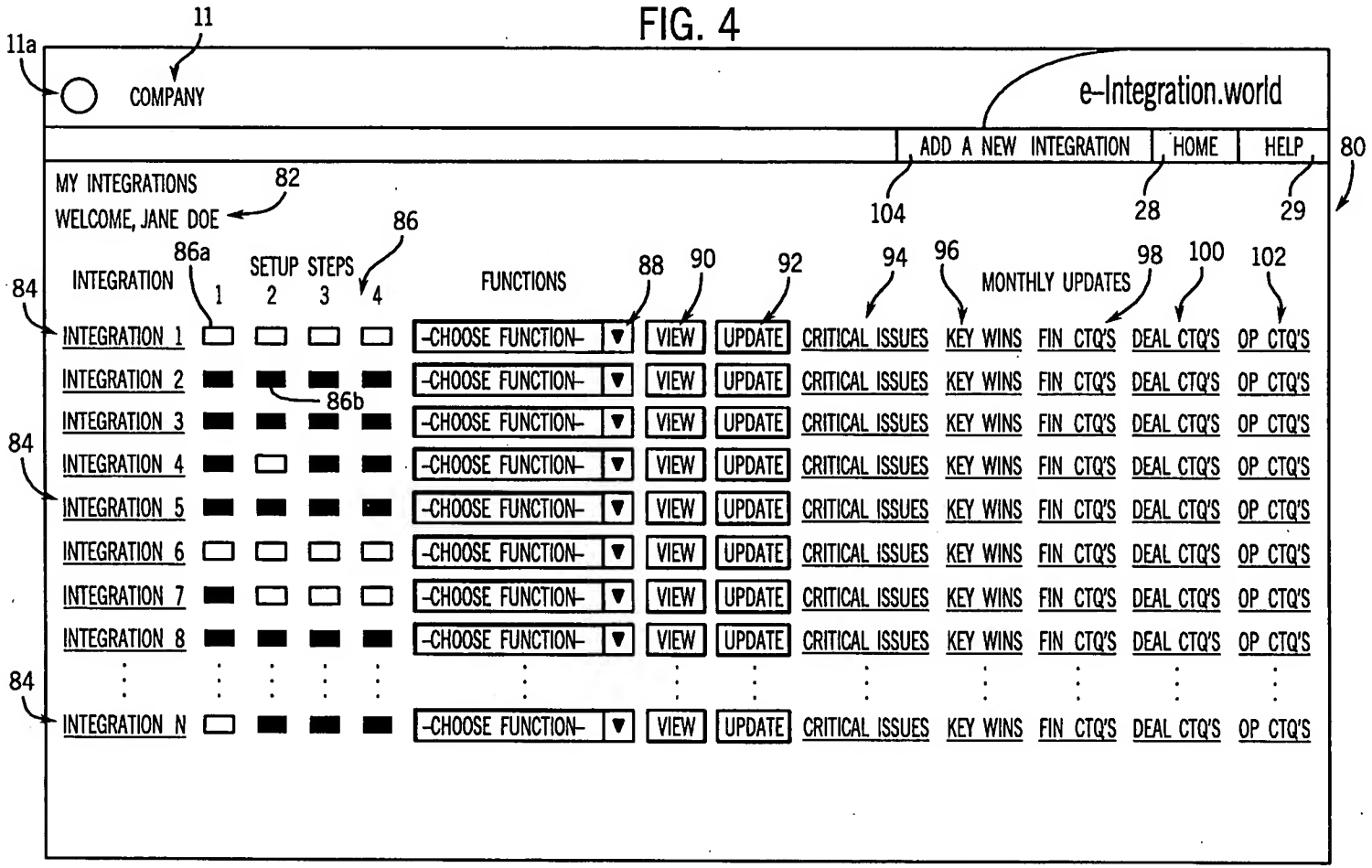

11
11a
COMPANY
e-Integration.world
ADD A NEW INTEGRATION
HOME
HELP
80
MY INTEGRATIONS
82
WELCOME, JANE DOE
104
28
29
86
86a
SETUP STEPS
INTEGRATION
1
2
3
4
FUNCTIONS
88
90
92
94
96
MONTHLY UPDATES
98
100
102
84
INTEGRATION 1
INTEGRATION 2
INTEGRATION 3
INTEGRATION 4
INTEGRATION 5
INTEGRATION 6
INTEGRATION 7
INTEGRATION 8
INTEGRATION N
86b
-CHOOSE FUNCTION-
VIEW
UPDATE
CRITICAL ISSUES
KEY WINS
FIN CTQ'S
DEAL CTQ'S
OP CTQ'S

FIG. 5

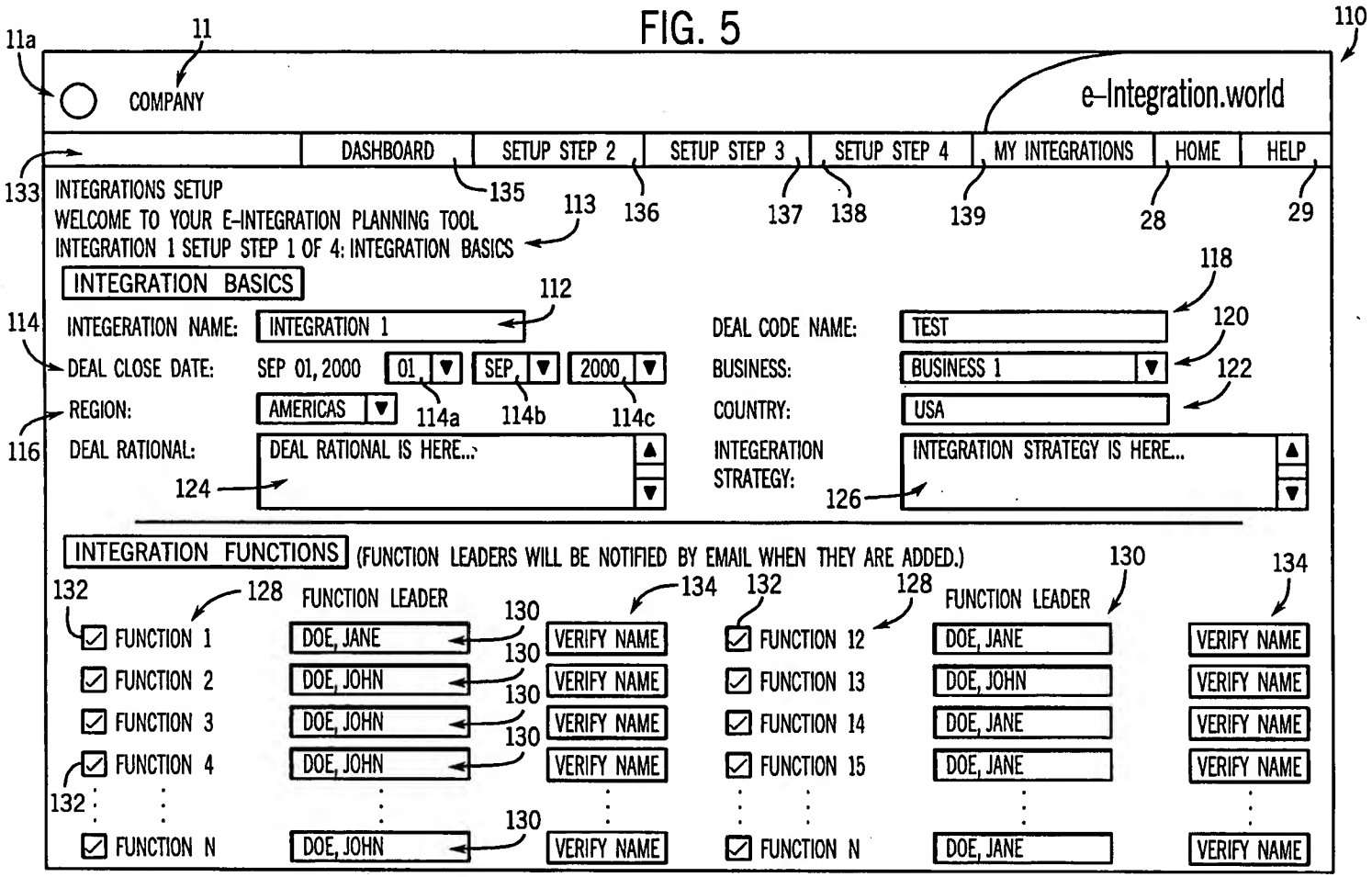
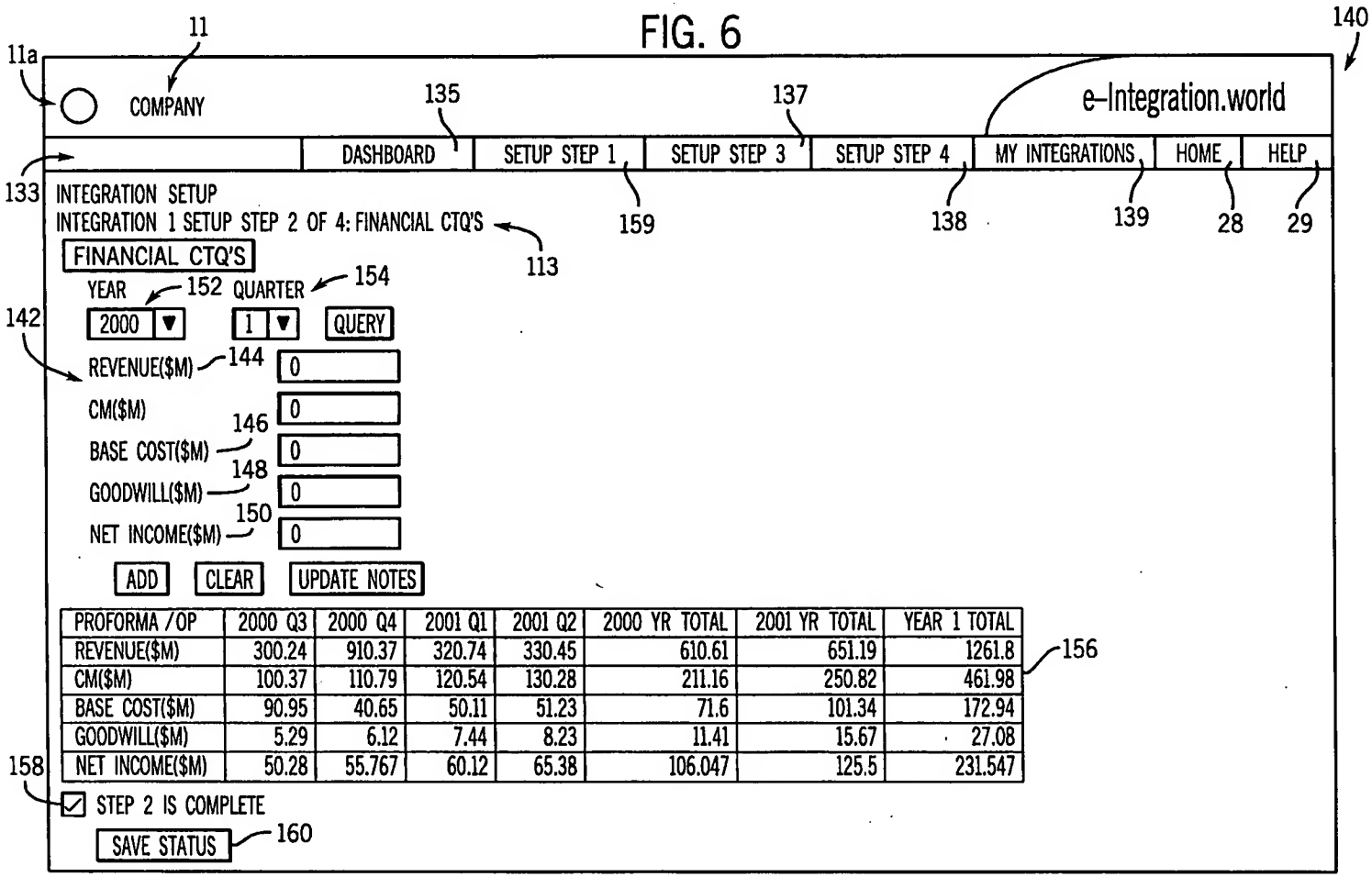
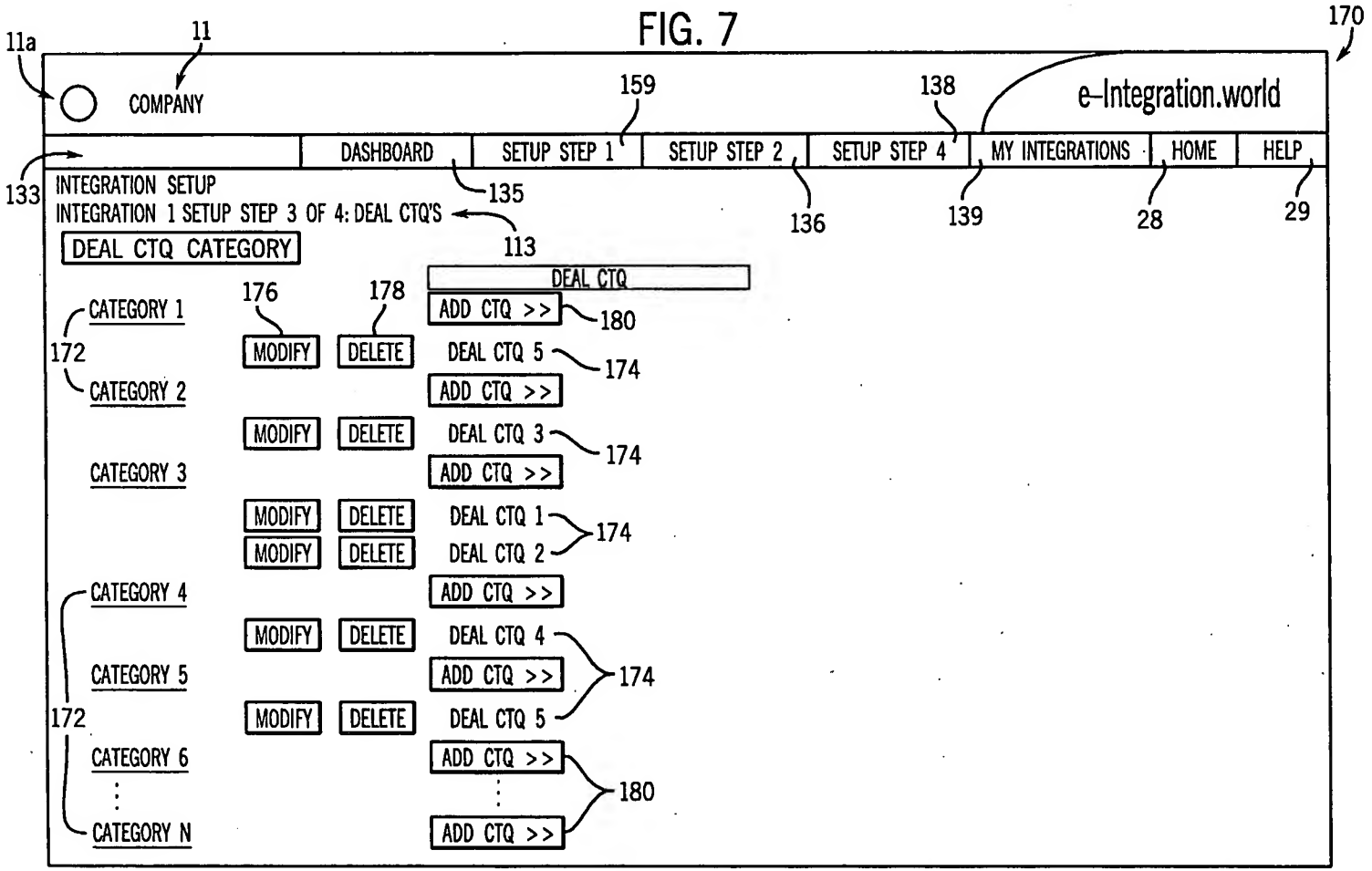

11a
11
110
COMPANY
e-Integration.world
DASHBOARD
SETUP STEP 2
SETUP STEP 3
SETUP STEP 4
MY INTEGRATIONS
HOME
HELP
133
135
136
137
138
139
28
29
INTEGRATIONS SETUP
WELCOME TO YOUR E-INTEGRATION PLANNING TOOL
113
INTEGRATION 1 SETUP STEP 1 OF 4: INTEGRATION BASICS
INTEGRATION BASICS
118
112
114
INTEGERATION NAME:
INTEGRATION 1
DEAL CODE NAME:
TEST
120
DEAL CLOSE DATE:
SEP 01, 2000
01
SEP
2000
BUSINESS:
BUSINESS 1
122
REGION:
AMERICAS
114a
114b
114c
COUNTRY:
USA
116
DEAL RATIONAL:
DEAL RATIONAL IS HERE...
INTEGERATION STRATEGY:
INTEGRATION STRATEGY IS HERE...
124
126
INTEGRATION FUNCTIONS
(FUNCTION LEADERS WILL BE NOTIFIED BY EMAIL WHEN THEY ARE ADDED.)
130
134
132
128
FUNCTION LEADER
FUNCTION 1
DOE, JANE
VERIFY NAME
FUNCTION 2
DOE, JOHN
FUNCTION 3
FUNCTION 4
FUNCTION N
FUNCTION 12
FUNCTION 13
FUNCTION 14
FUNCTION 15

FIG. 6



PROFORMA / OP	2000 Q3	2000 Q4	2001 Q1	2001 Q2	2000 YR TOTAL	2001 YR TOTAL	YEAR 1 TOTAL
REVENUE($M)	300.24	910.37	320.74	330.45	610.61	651.19	1261.8
CM($M)	100.37	110.79	120.54	130.28	211.16	250.82	461.98
BASE COST($M)	90.95	40.65	50.11	51.23	71.6	101.34	172.94
GOODWILL($M)	5.29	6.12	7.44	8.23	11.41	15.67	27.08
NET INCOME($M)	50.28	55.767	60.12	65.38	106.047	125.5	231.547

FIG. 7


11a
11
170
COMPANY
159
138
e-Integration.world
DASHBOARD
SETUP STEP 1
SETUP STEP 2
SETUP STEP 4
MY INTEGRATIONS
HOME
HELP
133
135
136
139
28
29
INTEGRATION SETUP
INTEGRATION 1 SETUP STEP 3 OF 4: DEAL CTQ'S
113
DEAL CTQ CATEGORY
DEAL CTQ
176
178
CATEGORY 1
ADD CTQ >>
180
172
MODIFY
DELETE
DEAL CTQ 5
174
CATEGORY 2
ADD CTQ >>
MODIFY
DELETE
DEAL CTQ 3
174
CATEGORY 3
ADD CTQ >>
MODIFY
DELETE
DEAL CTQ 1
174
MODIFY
DELETE
DEAL CTQ 2
CATEGORY 4
ADD CTQ >>
MODIFY
DELETE
DEAL CTQ 4
CATEGORY 5
ADD CTQ >>
174
172
MODIFY
DELETE
DEAL CTQ 5
CATEGORY 6
ADD CTQ >>
180
CATEGORY N
ADD CTQ >>

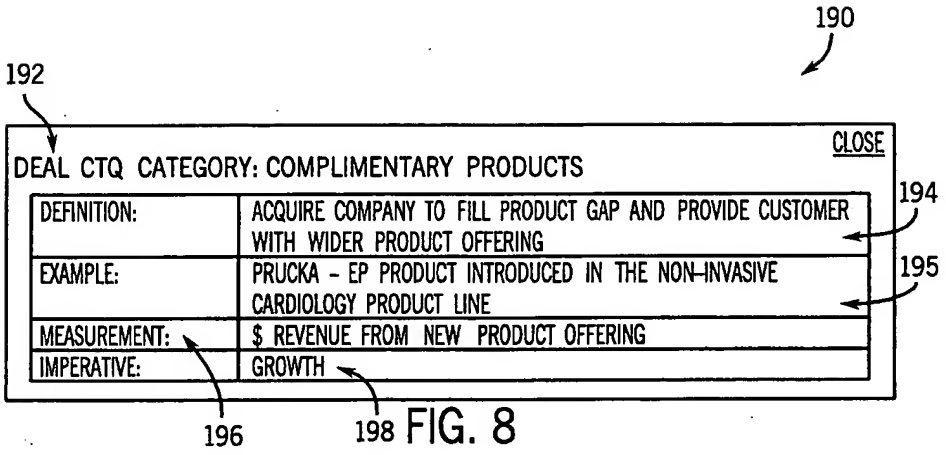

190
192
CLOSE
DEAL CTQ CATEGORY: COMPLIMENTARY PRODUCTS
DEFINITION:
ACQUIRE COMPANY TO FILL PRODUCT GAP AND PROVIDE CUSTOMER WITH WIDER PRODUCT OFFERING
194
EXAMPLE:
PRUCKA - EP PRODUCT INTRODUCED IN THE NON-INVASIVE CARDIOLOGY PRODUCT LINE
195
MEASUREMENT:
$ REVENUE FROM NEW PRODUCT OFFERING
IMPERATIVE:
GROWTH
196
198

FIG. 8

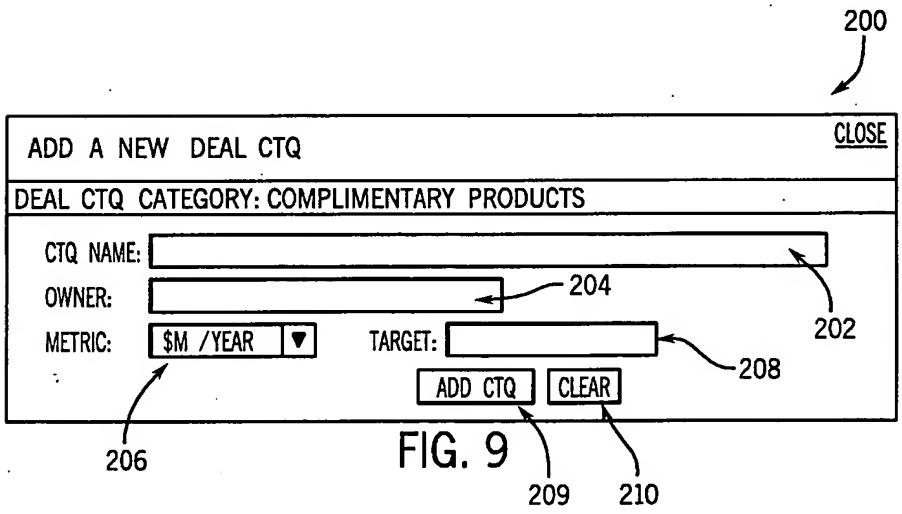
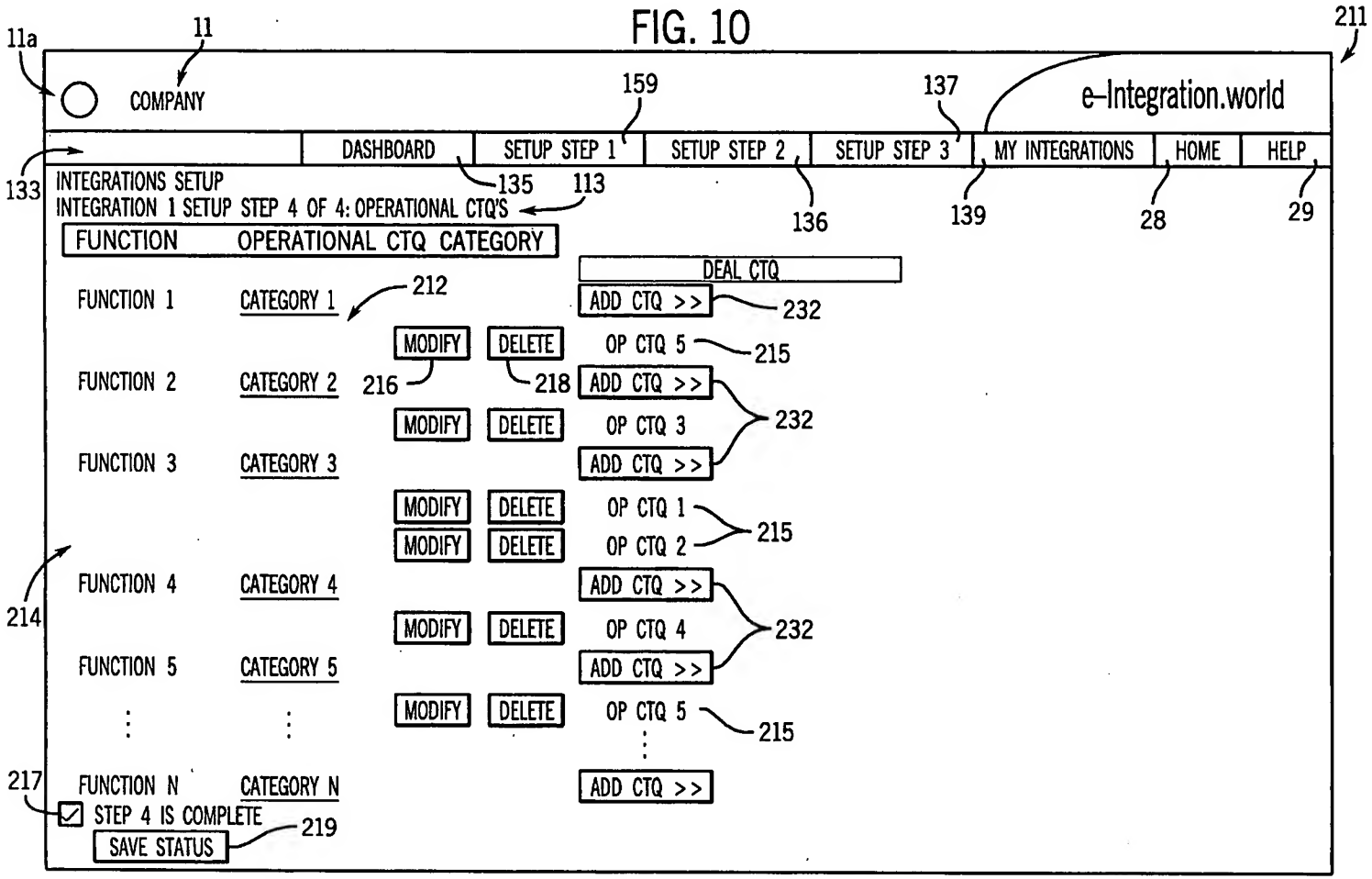

200
ADD A NEW DEAL CTQ
CLOSE
DEAL CTQ CATEGORY: COMPLIMENTARY PRODUCTS
CTQ NAME:
OWNER:
204
202
METRIC:
$M /YEAR
TARGET:
208
ADD CTQ
CLEAR
206
209
210

FIG. 9

FIG. 10


11a
11
211
COMPANY
159
137
e-Integration.world
DASHBOARD
SETUP STEP 1
SETUP STEP 2
SETUP STEP 3
MY INTEGRATIONS
HOME
HELP
133
135
113
136
139
28
29
INTEGRATIONS SETUP
INTEGRATION 1 SETUP STEP 4 OF 4: OPERATIONAL CTQ'S
FUNCTION
OPERATIONAL CTQ CATEGORY
DEAL CTQ
FUNCTION 1
CATEGORY 1
212
ADD CTQ >>
232
MODIFY
DELETE
OP CTQ 5
215
FUNCTION 2
CATEGORY 2
216
218
ADD CTQ >>
MODIFY
DELETE
OP CTQ 3
232
FUNCTION 3
CATEGORY 3
ADD CTQ >>
MODIFY
DELETE
OP CTQ 1
215
MODIFY
DELETE
OP CTQ 2
214
FUNCTION 4
CATEGORY 4
ADD CTQ >>
MODIFY
DELETE
OP CTQ 4
232
FUNCTION 5
CATEGORY 5
ADD CTQ >>
MODIFY
DELETE
OP CTQ 5
215
217
FUNCTION N
CATEGORY N
ADD CTQ >>
STEP 4 IS COMPLETE
SAVE STATUS
219

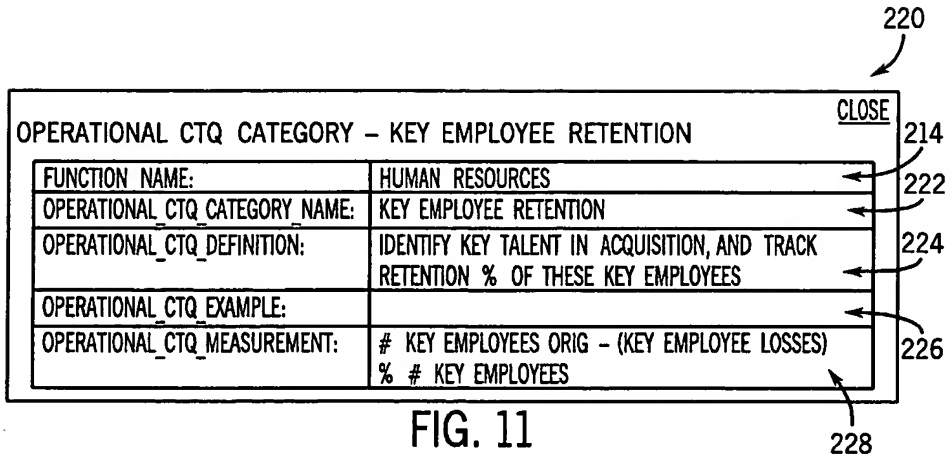

220
CLOSE
OPERATIONAL CTQ CATEGORY – KEY EMPLOYEE RETENTION
214
FUNCTION NAME:
HUMAN RESOURCES
222
OPERATIONAL_CTQ_CATEGORY_NAME:
KEY EMPLOYEE RETENTION
OPERATIONAL_CTQ_DEFINITION:
IDENTIFY KEY TALENT IN ACQUISITION, AND TRACK RETENTION % OF THESE KEY EMPLOYEES
224
OPERATIONAL_CTQ_EXAMPLE:
OPERATIONAL_CTQ_MEASUREMENT:
KEY EMPLOYEES ORIG – (KEY EMPLOYEE LOSSES)
% # KEY EMPLOYEES
226
228

FIG. 11

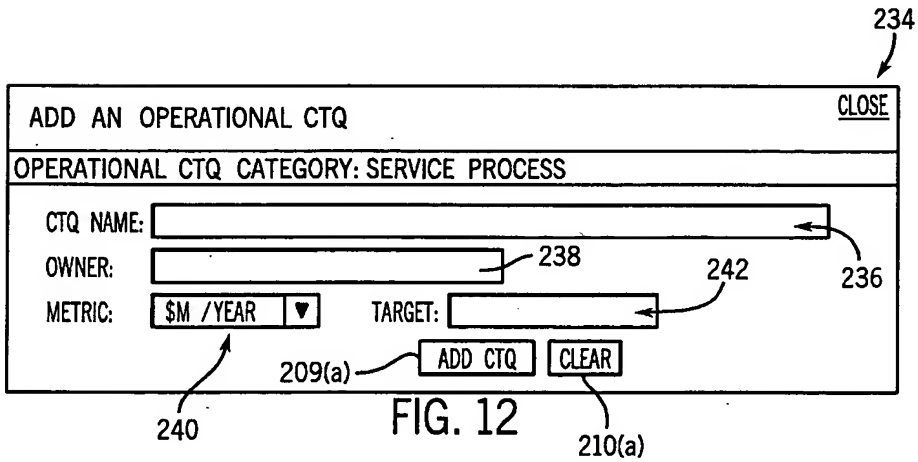

234
ADD AN OPERATIONAL CTQ
CLOSE
OPERATIONAL CTQ CATEGORY: SERVICE PROCESS
CTQ NAME:
OWNER:
238
242
236
METRIC:
$M /YEAR
TARGET:
209(a)
ADD CTQ
CLEAR
240
210(a)

FIG. 12

FIG. 13

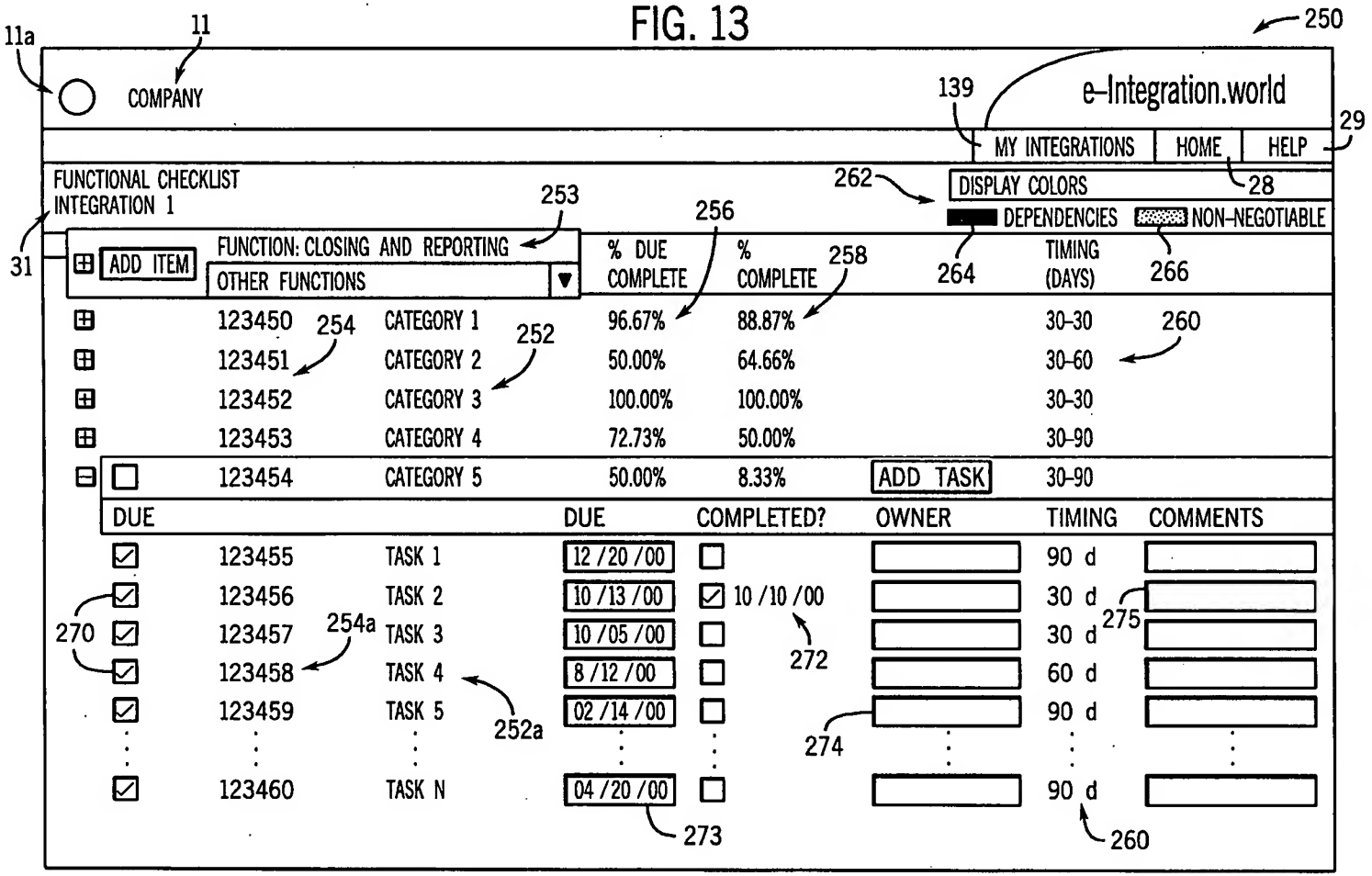

11a
11
COMPANY
250
e-Integration.world
139
MY INTEGRATIONS
HOME
HELP
29
28
FUNCTIONAL CHECKLIST
INTEGRATION 1
31
253
262
DISPLAY COLORS
DEPENDENCIES
NON-NEGOTIABLE
264
266
256
258
ADD ITEM
FUNCTION: CLOSING AND REPORTING
OTHER FUNCTIONS
% DUE COMPLETE
% COMPLETE
TIMING (DAYS)
123450 254 CATEGORY 1 96.67% 88.87% 30-30 260
123451 CATEGORY 2 252 50.00% 64.66% 30-60
123452 CATEGORY 3 100.00% 100.00% 30-30
123453 CATEGORY 4 72.73% 50.00% 30-90
123454 CATEGORY 5 50.00% 8.33% ADD TASK 30-90
DUE
DUE
COMPLETED?
OWNER
TIMING
COMMENTS
123455 TASK 1 12/20/00 90 d
123456 TASK 2 10/13/00 10/10/00 30 d
270 123457 254a TASK 3 10/05/00 30 d 275
123458 TASK 4 8/12/00 60 d
123459 TASK 5 252a 02/14/00 90 d
272
274
123460 TASK N 04/20/00 90 d
273
260

FIG. 14

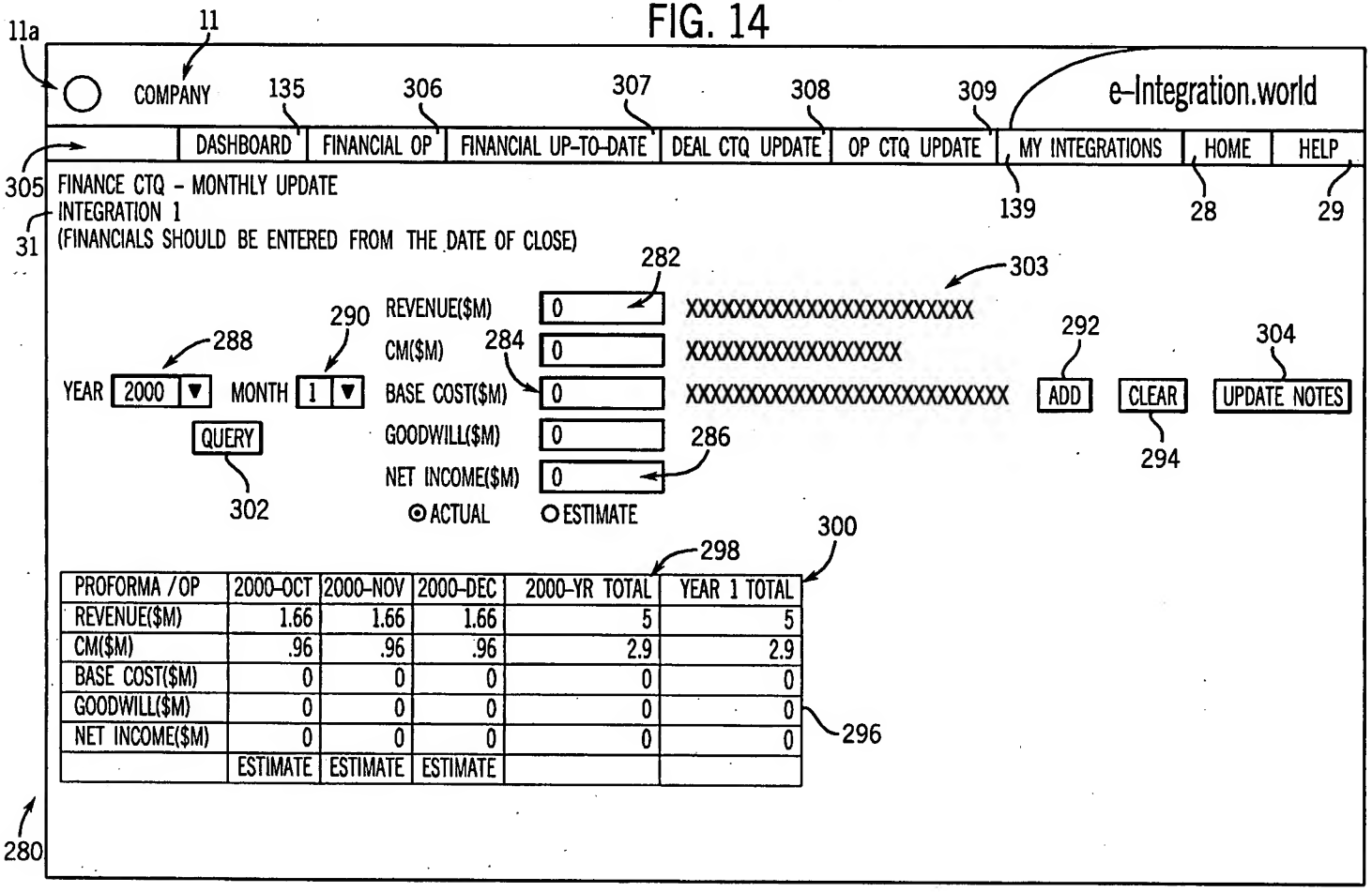
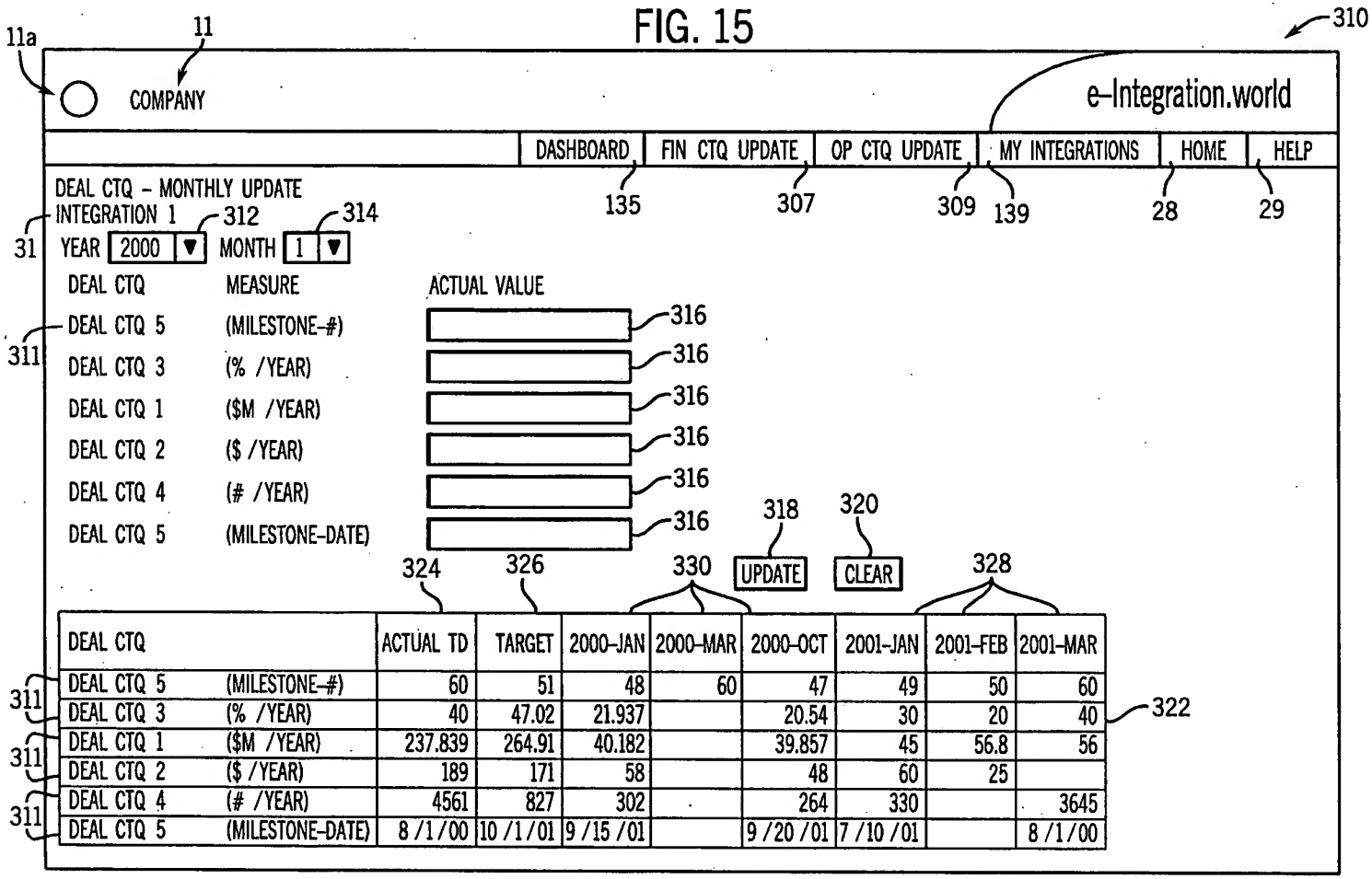
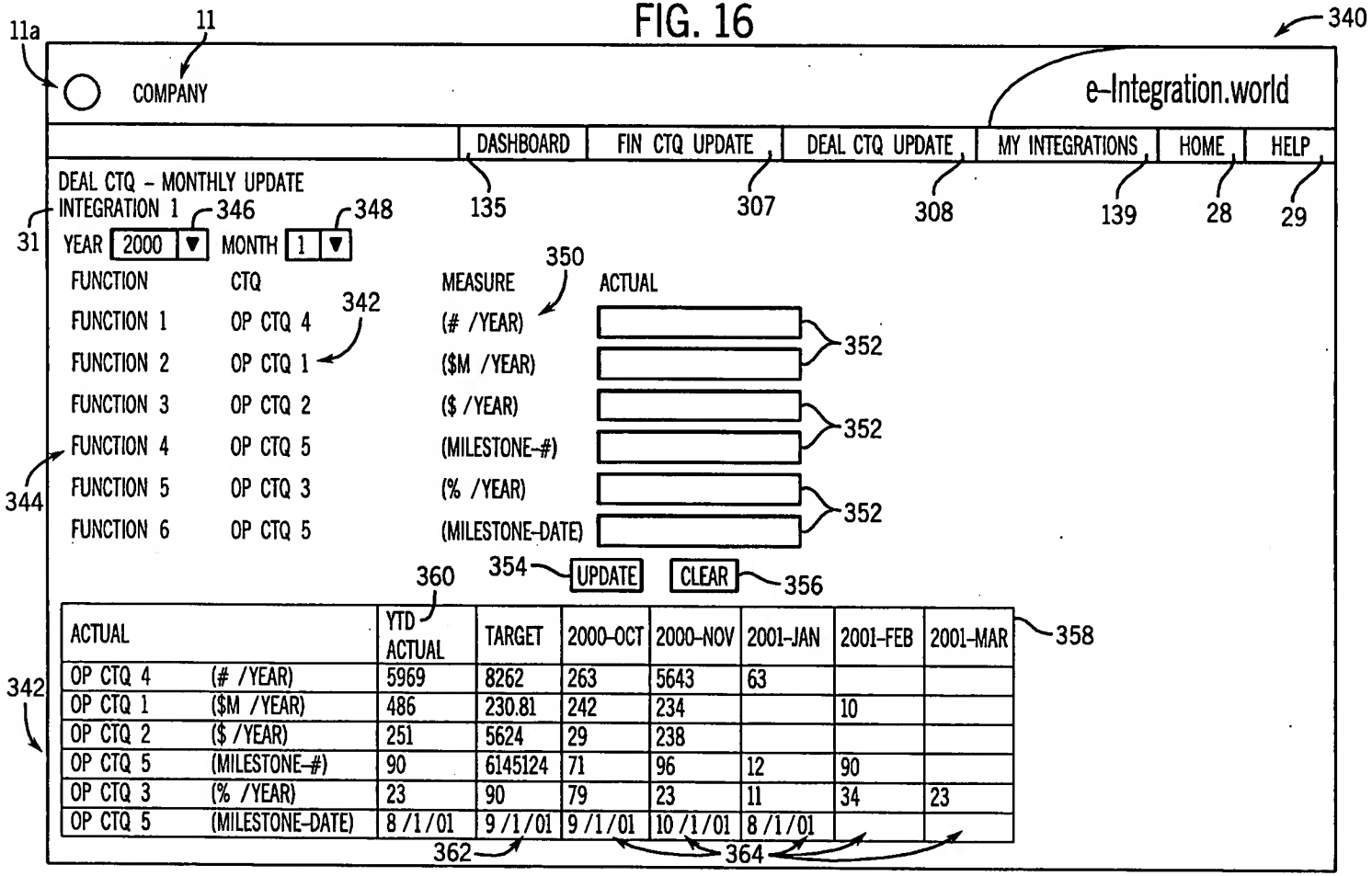

11a
11
COMPANY
135
306
307
308
309
e-Integration.world
DASHBOARD
FINANCIAL OP
FINANCIAL UP-TO-DATE
DEAL CTQ UPDATE
OP CTQ UPDATE
MY INTEGRATIONS
HOME
HELP
305
139
28
29
FINANCE CTQ - MONTHLY UPDATE
INTEGRATION 1
31
(FINANCIALS SHOULD BE ENTERED FROM THE DATE OF CLOSE)
282
303
290
REVENUE($M)
0
XXXXXXXXXXXXXXXXXXXXXX
288
CM($M)
284
292
304
YEAR 2000
MONTH 1
BASE COST($M)
ADD
CLEAR
UPDATE NOTES
GOODWILL($M)
286
QUERY
NET INCOME($M)
294
302
ACTUAL
ESTIMATE
300
298
PROFORMA / OP
2000-OCT
2000-NOV
2000-DEC
2000-YR TOTAL
YEAR 1 TOTAL
REVENUE($M)
1.66
5
CM($M)
.96
2.9
BASE COST($M)
GOODWILL($M)
NET INCOME($M)
296
ESTIMATE
280

FIG. 15



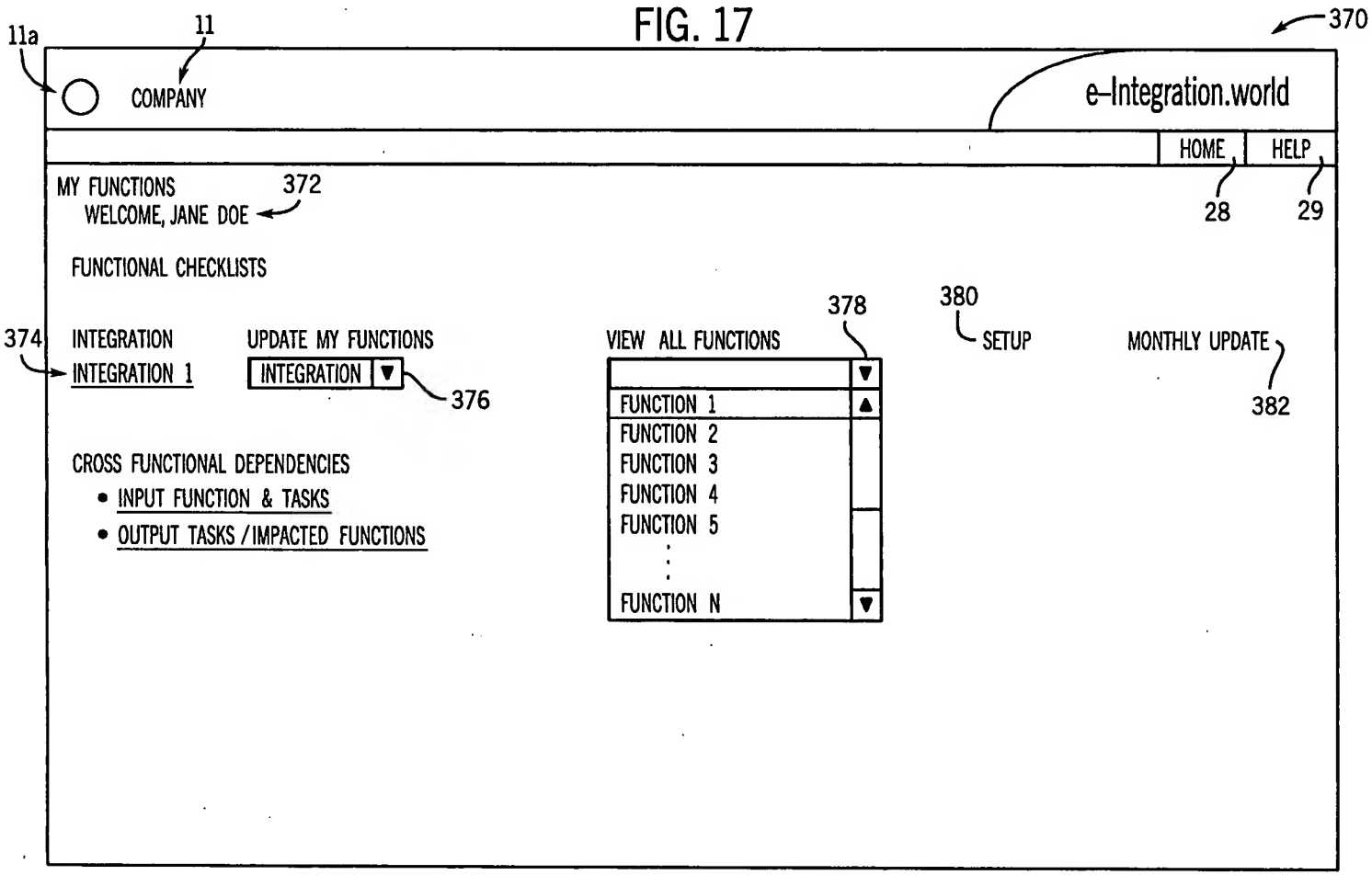
DEAL CTQ		ACTUAL TD	TARGET	2000-JAN	2000-MAR	2000-OCT	2001-JAN	2001-FEB	2001-MAR
DEAL CTQ 5	(MILESTONE-#)	60	51	48	60	47	49	50	60
DEAL CTQ 3	(% /YEAR)	40	47.02	21.937		20.54	30	20	40
DEAL CTQ 1	($M /YEAR)	237.839	264.91	40.182		39.857	45	56.8	56
DEAL CTQ 2	($ /YEAR)	189	171	58		48	60	25	
DEAL CTQ 4	(# /YEAR)	4561	827	302		264	330		3645
DEAL CTQ 5	(MILESTONE-DATE)	8 /1 /00	10 /1 /01	9 /15 /01		9 /20 /01	7 /10 /01		8 /1 /00

FIG. 16



ACTUAL		YTD ACTUAL	TARGET	2000-OCT	2000-NOV	2001-JAN	2001-FEB	2001-MAR
OP CTQ 4	(# /YEAR)	5969	8262	263	5643	63		
OP CTQ 1	($M /YEAR)	486	230.81	242	234		10	
OP CTQ 2	($ /YEAR)	251	5624	29	238			
OP CTQ 5	(MILESTONE-#)	90	6145124	71	96	12	90	
OP CTQ 3	(% /YEAR)	23	90	79	23	11	34	23
OP CTQ 5	(MILESTONE-DATE)	8 /1 /01	9 /1 /01	9 /1 /01	10 /1 /01	8 /1 /01		

FIG. 17


11a
11
370
COMPANY
e-Integration.world
HOME
HELP
28
29
MY FUNCTIONS
372
WELCOME, JANE DOE
FUNCTIONAL CHECKLISTS
374
INTEGRATION
INTEGRATION 1
UPDATE MY FUNCTIONS
INTEGRATION
376
378
VIEW ALL FUNCTIONS
FUNCTION 1
FUNCTION 2
FUNCTION 3
FUNCTION 4
FUNCTION 5
FUNCTION N
380
SETUP
MONTHLY UPDATE
382
CROSS FUNCTIONAL DEPENDENCIES
INPUT FUNCTION & TASKS
OUTPUT TASKS / IMPACTED FUNCTIONS

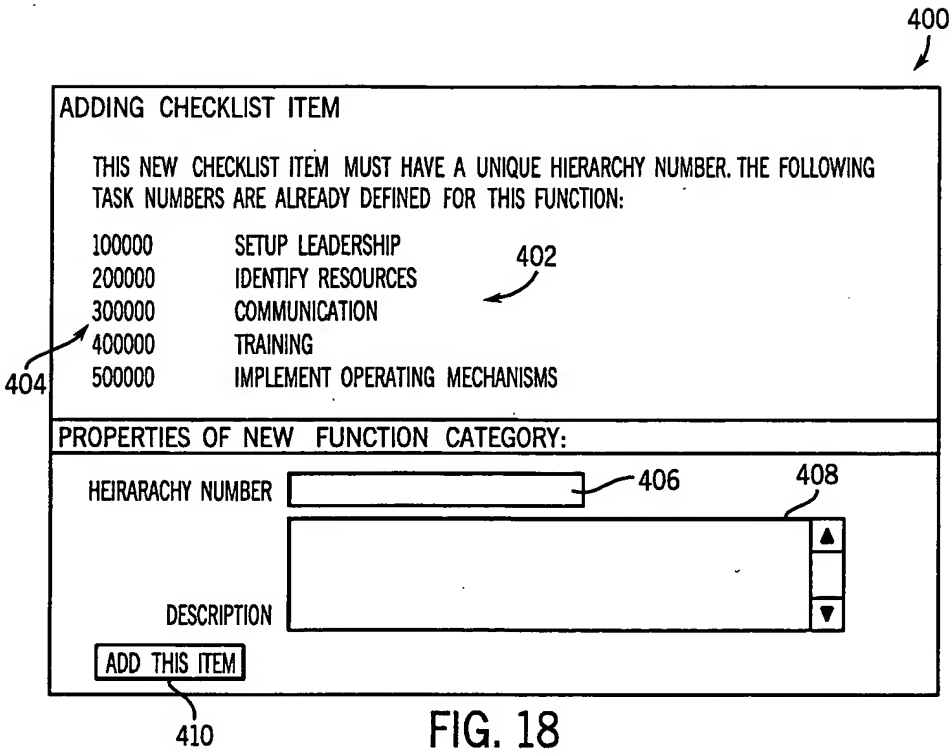

400
ADDING CHECKLIST ITEM
THIS NEW CHECKLIST ITEM MUST HAVE A UNIQUE HIERARCHY NUMBER. THE FOLLOWING TASK NUMBERS ARE ALREADY DEFINED FOR THIS FUNCTION:
100000 SETUP LEADERSHIP
200000 IDENTIFY RESOURCES
300000 COMMUNICATION
400000 TRAINING
500000 IMPLEMENT OPERATING MECHANISMS
402
404
PROPERTIES OF NEW FUNCTION CATEGORY:
HEIRARACHY NUMBER
406
408
DESCRIPTION
ADD THIS ITEM
410

FIG. 18

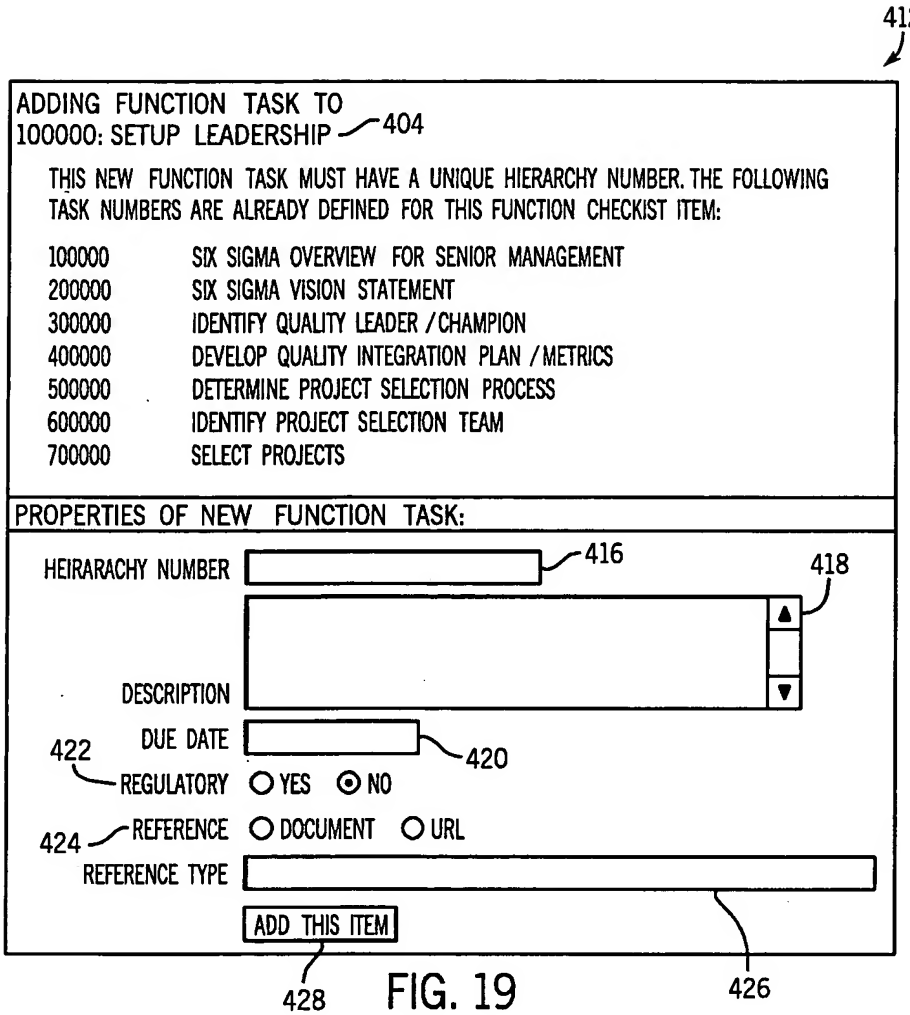
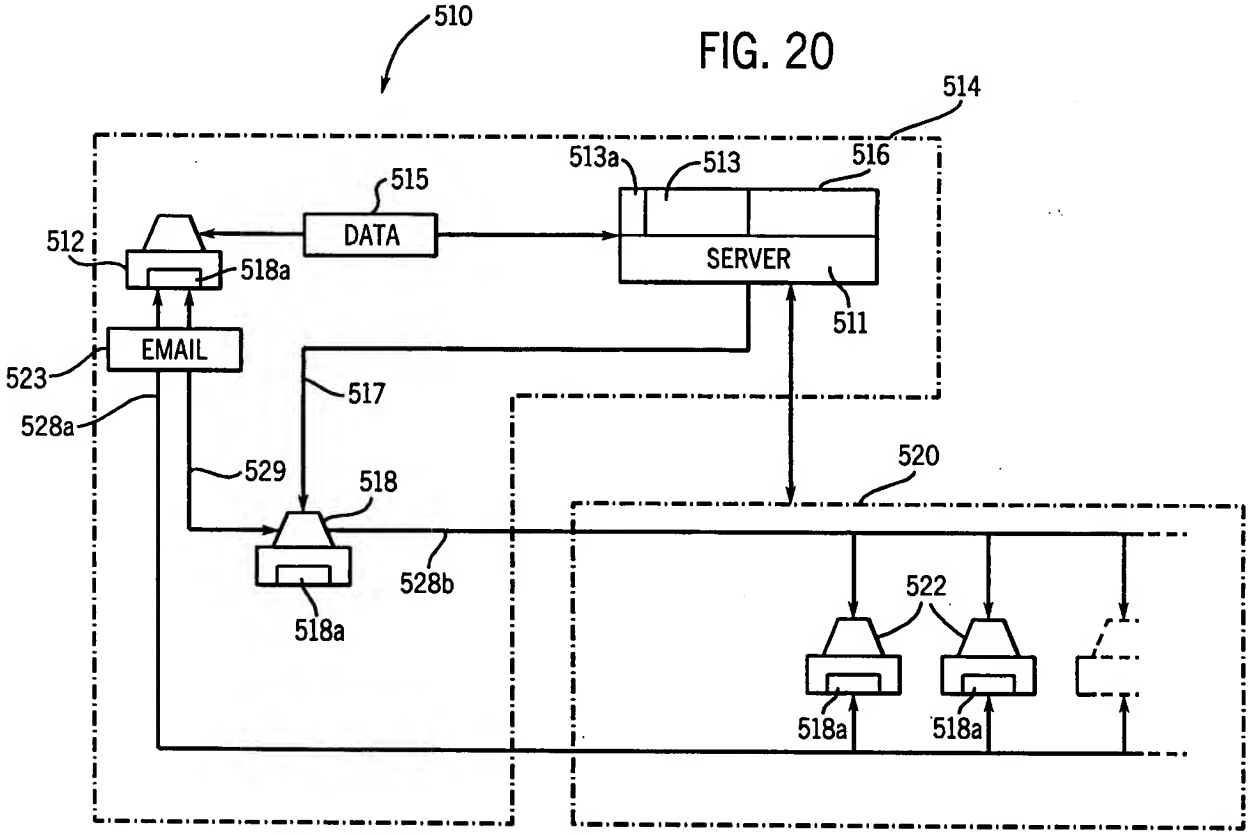

412
ADDING FUNCTION TASK TO
100000: SETUP LEADERSHIP
404
THIS NEW FUNCTION TASK MUST HAVE A UNIQUE HIERARCHY NUMBER. THE FOLLOWING TASK NUMBERS ARE ALREADY DEFINED FOR THIS FUNCTION CHECKIST ITEM:
100000 SIX SIGMA OVERVIEW FOR SENIOR MANAGEMENT
200000 SIX SIGMA VISION STATEMENT
300000 IDENTIFY QUALITY LEADER / CHAMPION
400000 DEVELOP QUALITY INTEGRATION PLAN / METRICS
500000 DETERMINE PROJECT SELECTION PROCESS
600000 IDENTIFY PROJECT SELECTION TEAM
700000 SELECT PROJECTS
PROPERTIES OF NEW FUNCTION TASK:
HEIRARACHY NUMBER
416
418
DESCRIPTION
DUE DATE
420
422
REGULATORY
YES
NO
424
REFERENCE
DOCUMENT
URL
REFERENCE TYPE
ADD THIS ITEM
428
426

FIG. 19

FIG. 20


510
514
516
513a
513
515
DATA
512
518a
SERVER
511
EMAIL
523
517
528a
529
518
520
528b
522
518a
518a
518a

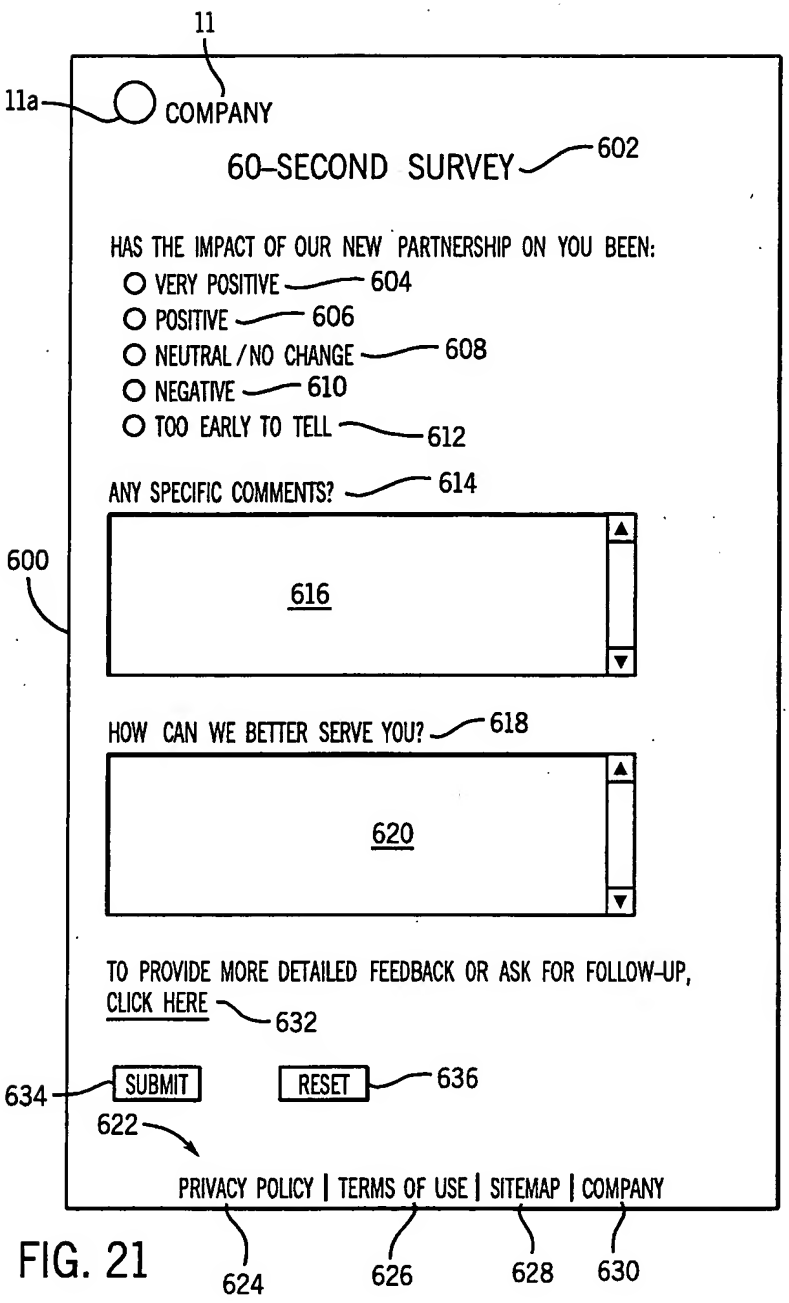

11
11a
COMPANY
60-SECOND SURVEY
602
HAS THE IMPACT OF OUR NEW PARTNERSHIP ON YOU BEEN:
VERY POSITIVE
604
POSITIVE
606
NEUTRAL / NO CHANGE
608
NEGATIVE
610
TOO EARLY TO TELL
612
ANY SPECIFIC COMMENTS?
614
600
616
HOW CAN WE BETTER SERVE YOU?
618
620
TO PROVIDE MORE DETAILED FEEDBACK OR ASK FOR FOLLOW-UP,
CLICK HERE
632
634
SUBMIT
RESET
636
622
PRIVACY POLICY | TERMS OF USE | SITEMAP | COMPANY
624
626
628
630

FIG. 21

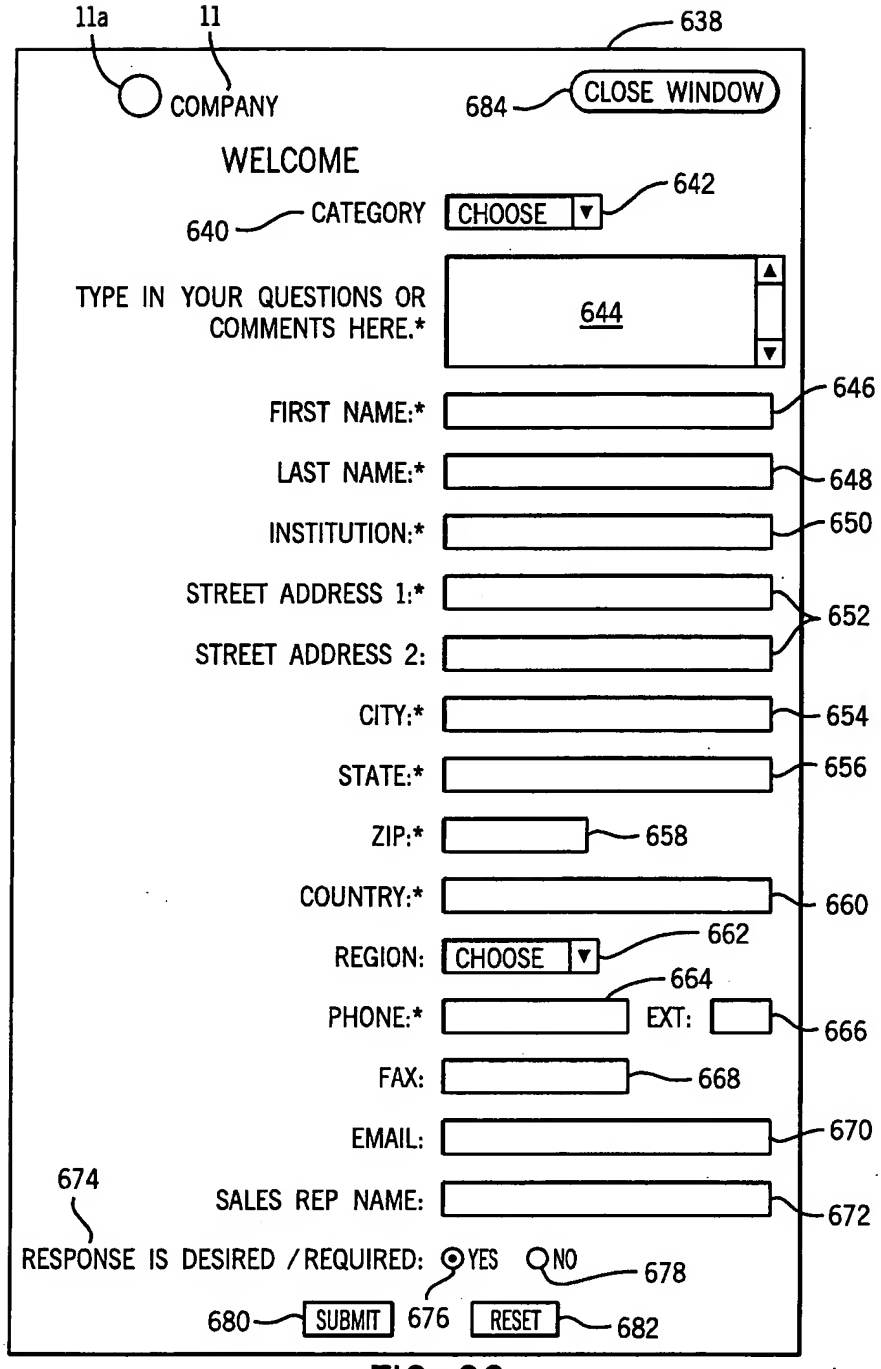

11a
11
638
COMPANY
684
CLOSE WINDOW
WELCOME
640
CATEGORY
CHOOSE
642
TYPE IN YOUR QUESTIONS OR COMMENTS HERE.*
644
FIRST NAME:*
646
LAST NAME:*
648
INSTITUTION:*
650
STREET ADDRESS 1:*
STREET ADDRESS 2:
652
CITY:*
654
STATE:*
656
ZIP:*
658
COUNTRY:*
660
REGION:
CHOOSE
662
PHONE:*
664
EXT:
666
FAX:
668
EMAIL:
670
674
SALES REP NAME:
672
RESPONSE IS DESIRED / REQUIRED:
YES
NO
678
680
SUBMIT
676
RESET
682

FIG. 22

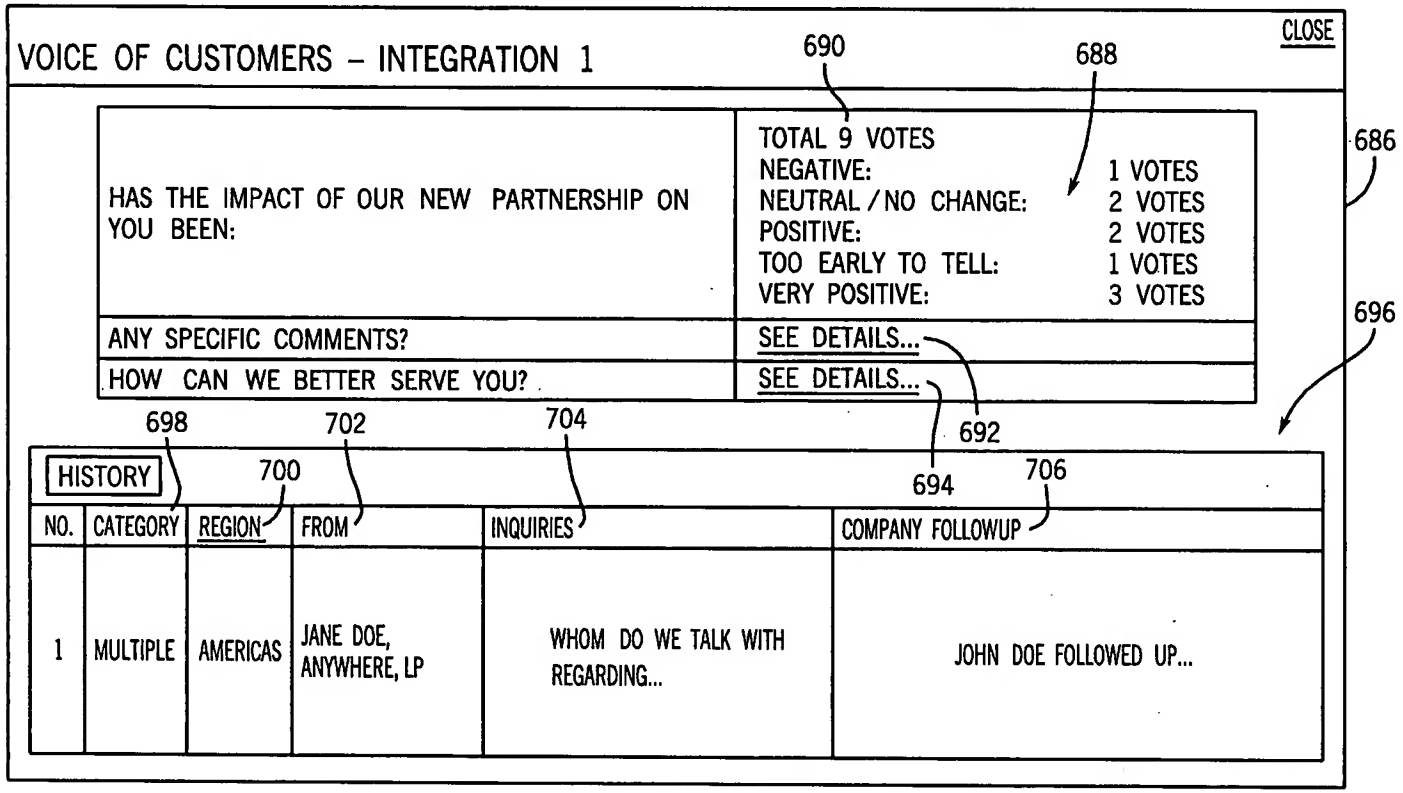

VOICE OF CUSTOMERS – INTEGRATION 1
CLOSE
690
688
686
HAS THE IMPACT OF OUR NEW PARTNERSHIP ON YOU BEEN:
TOTAL 9 VOTES
NEGATIVE: 1 VOTES
NEUTRAL / NO CHANGE: 2 VOTES
POSITIVE: 2 VOTES
TOO EARLY TO TELL: 1 VOTES
VERY POSITIVE: 3 VOTES
ANY SPECIFIC COMMENTS?
SEE DETAILS...
HOW CAN WE BETTER SERVE YOU?
SEE DETAILS...
696
692
694
698
700
702
704
706
HISTORY
NO.
CATEGORY
REGION
FROM
INQUIRIES
COMPANY FOLLOWUP
1
MULTIPLE
AMERICAS
JANE DOE, ANYWHERE, LP
WHOM DO WE TALK WITH REGARDING...
JOHN DOE FOLLOWED UP...

FIG. 23